



## TPPA Vital for Our Future

In recent weeks, a number of issues have been raised regarding the Trans-Pacific Partnership Agreement (TPPA). One of the issues that received much media attention was that the TPPA would only achieve modest results and might lead to job losses. The Federation of Malaysian Manufacturers would like to reiterate that based on the nation's development experience and the experience of manufacturers, Free Trade Agreements (FTAs) have generated business and increased trade, investment and employment.

We have benefited from the FTAs signed thus far and there is ample evidence that liberalising economies like Chile, China, and South Korea have consistently performed better than more inward-looking ones at comparable stages of development. We, therefore, call for the ratification of TPPA because we believe that the nation's future is inextricably tied to our ability to expand our markets to consumers who live beyond our borders.

Malaysia has been and remains an open economy. Trade and investment is our lifeline and plays an important role in economic growth and transformation and our aspirations to move into the ranks of a medium-income nation. This is evident in the fact that Malaysia is the fourth most trade-dependent nation after Hong Kong, Singapore and Vietnam with total trade accounting for 1.5 times of the Gross Domestic Product. The private sector, in particular manufacturers, service providers, investors, etc, who run businesses, employ workers and sell products and services strongly advocates for FTAs, including the TPPA. They enhance market access, accelerate export growth, generate employment and ultimately raise profits and incomes. We recognise the limits of the domestic market. We know that we can only generate new and additional sources of growth and investment by expanding our boundaries to the rest of the world – a promise that the TPP and other FTAs hold. FTAs not only generate business but also offers a degree of transparency and predictability in investment and trade.

As at Dec 1, 2015, WTO reported that 619 FTAs had been signed worldwide and 413 have come into force. As more and more markets and trading blocs are carved out and concessionary trade and investment terms are accorded to participating nations, Malaysian business believes that it is strategic to be part of such important agreements – not just TPPA but other new FTAs in the pipeline particularly with the European Union and the Regional Comprehensive Economic Partnership (RCEP) that all require high levels of commitment. Although Malaysia has enforced seven bilateral FTAs (Japan, Pakistan, New Zealand, India, Chile, Australia and Turkey) and five regional FTAs through Asean (Asean and China, Korea, Japan, India and Australia-New Zealand) businesses call for the continued opening of markets. We need to be part of the TPPA as it provides access to a huge duty-free market of 800 million people with a combined GDP of US\$27.5 trillion.

Under the TPPA, tariffs will be eliminated on 85% of Malaysia's trade with its new FTA partners – Canada, Mexico, Peru and the United States which will save US\$1.2bil in tariffs for Malaysian industry. Products that will benefit from duty-free access to the TPPA countries include automotive products, machinery and equipment, electrical and electronics, textile and apparel and rubber products among others. Malaysia will eliminate import duties for several sensitive E&E products and petroleum & chemical products that will open up more opportunities for Malaysian manufacturers to procure better quality raw materials to produce high value-added products.

We are confident that having a first mover advantage in the TPPA would yield positive results. Given the uncertainties in the global trading environment, especially in traditional export markets, can Malaysia afford not to sign important FTAs like the TPPA and later, other FTAs in the pipeline like the EU Malaysia FTA or RCEP? If we fail to conclude the TPPA, our Asean neighbours, Vietnam, Singapore and Brunei will move ahead strongly and we will be relegated to the sidelines. Relocation of our exporting industries to Vietnam cannot be ruled out. Our experience tells us that we will surely be better off with the TPPA. We also note that the Philippines, Thailand, Indonesia, South Korea and Taiwan have more recently expressed interest in the TPPA.

In making such an important decision, we call on all parties, especially the Government, to take the important step in becoming part of the TPPA. Being an open and competitive trading economy has served us well in the past and our development experience tells us that we should not be held back by the unfounded fears of a few. Economic models are based on assumptions and are as good as the assumptions made. We, who run businesses, rely much on our experience and believe that past trends and experiences should hold sway over such models.



“DRIVING Transformation, POWERING Growth”

DATUK SERI SAW CHOO BOON  
President

Federation of Malaysian Manufacturers  
Source : The Star, 16 Jan 2016

# TPP Could Bring In Additional US\$100 Bln Investment By 2027: Mustapa

Malaysia is expected to receive an additional investment of over US\$100 billion (RM440 billion) by 2027 with the implementation of the Trans-Pacific Partnership Agreement (TPP), said International Trade and Industry Minister Dato' Sri Mustapa Mohamed. He said the projected investment figure is from a study by consultancy firm PricewaterhouseCoopers on the trade pact's benefits for Malaysia. "We asked PricewaterhouseCoopers to do a study.

The findings show that in 2027, the additional investment could be over US\$100 billion with the TPP in place," he said at a media conference after a briefing on the TPP's benefits here today. Mustapa said many of the earlier allegations against the TPP have been found to be false and not based on facts. "Some of the accusations against and concerns over the TPP made before the full text of the TPP was released on Nov 5 last year were based on hearsay. After the text came out, however, many quarters have begun to express satisfaction," he said. "Unfortunately, several of the criticisms made after the release of the text show that they did not read the text. "Don't make allegations based on emotions – that we are selling out the nation, that we are selling out to the US, selling Malaysian companies," he said.

Mustapa said investment inflows and outflows are not new for Malaysia as the country has long been open about the matter. "We were a small nation before, but now our investments abroad have hit RM600 billion compared to RM500 billion in foreign investment inflows (as of the third quarter of 2015). "We have resilience, Malaysian companies are successful abroad, and we have the capability. But those making the allegations are implying that foreign investments are a new thing, and that we don't have investments overseas," he said.

The minister said critics of the TPP should be fair and refer to the facts in the text rather than basing their claims on incorrect information. Mustapa said Malaysia benefits a lot from globalisation and the open economy but at the same time is prepared to address the problems brought about by the open economy. "We are aware that there are several groups of marginalised Malaysians, and we will refer to the nation's policies to address the problems of those excluded by this globalisation. "We are aware that several challenges need to be overcome, and that is why there need to be national policies following our policy of openness," he said.

Mustapa said while the government is aware of the costs of globalisation, it is globalisation that could make Malaysia a modern nation. "China used to be poor, but with globalisation it has become a developed nation. "China is also now open, having joined the World Trade Organization in 2001, and is benefiting from its openness, just as Malaysia has received many benefits from openness," he added. On the plan by some quarters to hold anti-TPP protests on Jan 23 at Dataran Merdeka here, Mustapa said although the country's democracy allows them to do so, they will not have strong grounds for it as the government has been holding briefings and dialogues with various quarters, including the opposition. Malaysia and 11 other countries – Australia, Brunei, Canada, Chile, Japan, Singapore, Mexico, New Zealand, Peru, the United States and Vietnam – concluded the TPP negotiations on Oct 5 last year. A special three-day session on Malaysia's participation in the TPP will be held at the Dewan Rakyat and Dewan Negara from Jan 26.

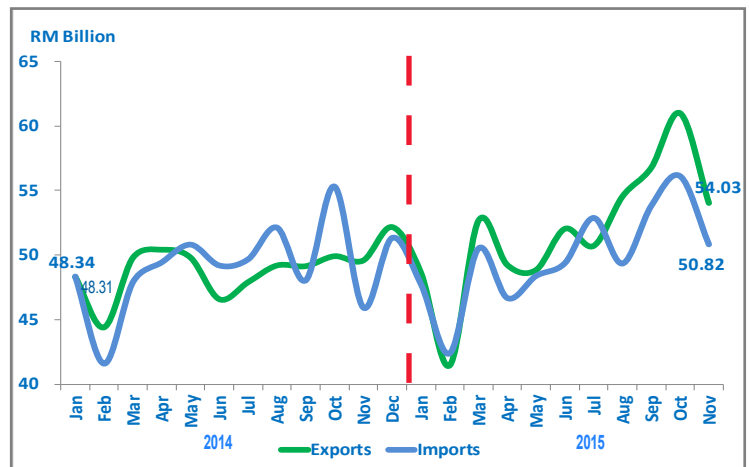
The contents of the TPP as well as findings of the two cost-benefit analyses will be tabled in Parliament. The TPP needs Parliament's approval before it can be ratified. A review may be carried out after three years if the TPP is found not to benefit the country, and Malaysia could pull out of the trade deal with a six-month written notice.

# Manufacturing Sector Performance

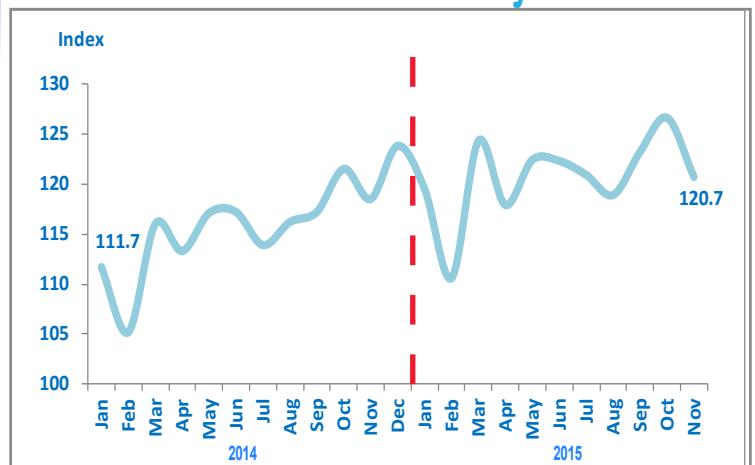
## Indicators, Jan - Nov 2015



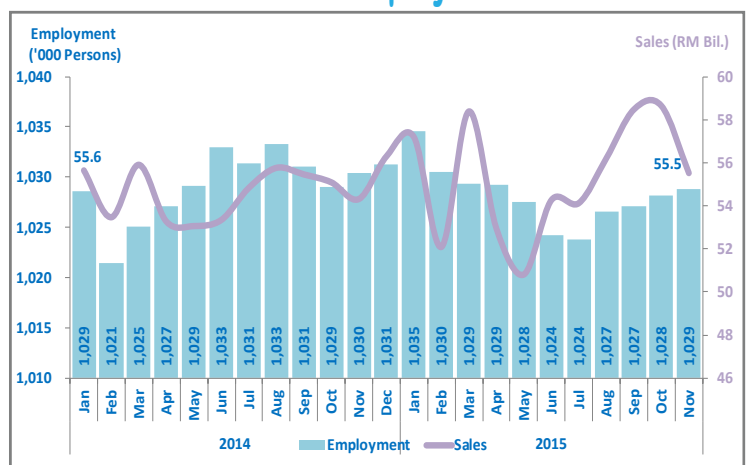
## Jan - Nov 2015 : Trade Value



## Jan - Nov 2015 : Monthly IPI Index



## Jan - Nov 2015 : Employment & Sales



source: Department of Statistics, Malaysia





# ASEAN



## and You'

## Best Airports in ASEAN 2015

The World Airport Awards are a global benchmark of airport excellence, and widely known as the Passengers Choice Awards.



Ranking	Country	Airport
#1	Singapore	Singapore Changi Airport
#2	Malaysia	Kuala Lumpur International Airport
#3	Thailand	Bangkok Suvarnabhumi Airport
#4	Thailand	Koh Samui Airport
#5	Philippines	Mactan-Cebu International Airport
#6	Philippines	Iloilo International Airport
#7	Indonesia	Kualanamu International Airport
#8	Viet Nam	Da Nang International Airport
#9	Philippines	Clark International Airport
#10	Indonesia	Surabaya Juanda International Airport
#11	Malaysia	Penang International Airport
#12	Viet Nam	Hanoi Noi Bai International Airport
#13	Malaysia	Kota Kinabalu International Airport

“DRIVING Transformation, POWERING Growth”



**SME Corp. Malaysia**

**Perjanjian Perkongsian Trans Pasifik (TPP)**  
Program Bina Upaya Kerajaan bagi  
Membantu PKS Malaysia

8 Januari 2016 (Jumaat)  
9.00 pagi  
Multipurpose Hall, Aras 1, Menara MITI

#1

**Peruntukan Rancangan Malaysia Ke-11 (2016-2020)**  
kepada SME Corp. Malaysia

**RM1.039 bil**

- RM200 mil** Galakan Eksport Bumiputera (GEB) 1
- RM45 mil** Tunas Usahawan Belia Bumiputera (TUBE) 2
- RM633 mil** Pelan Induk PKS 2012-2020 3
- RM10 mil** Pembangunan Perusahaan Mikro 4

#5

**PROFIL PKS MALAYSIA**

#2

**Usaha Tertumpu ke Arah Membangunkan PKS Sebagai Enjin Pertumbuhan dan Inovasi**

Menggalakkan pembangunan PKS yang berdaya saing dan berdaya tahan dalam semua sektor ke arah meningkatkan sumbangan PKS kepada ekonomi

**Inisiatif SME Corp. Malaysia**

- Khidmat Nasihat**
  - One Referral Centre
  - Business Coaches & Counsellors
  - SME Expert Advisory Panels (SEAP)
- Pembinaan Kapasiti**
  - Business Accelerator Programme (BAP)
  - Enrichment & Enhancement (E<sup>2</sup>)
  - SME Mentoring Programme
  - SME University Internship
  - Bumiputera Enterprise Enhancement
  - SME Mentoring Programme
  - Enabling e-payment services
- Teknologi & Pasaran**
  - 1-innoCERT
  - National Mark of Malaysian Brand
  - Industrial Linkage
- Pembiayaan**
  - Soft Loan for SMEs
  - SSFS
  - SME Emergency Fund
  - Bridging Financing
- Memantau & Menilai**
  - SCORE & M-CORE
  - Impact Analysis Programmes
  - Macro performance Indicators

**SME ACT 2016**

#6

**PKS Penyumbang Utama Ekonomi Negara**

97.3% (645,136) syarikat berdaftar adalah PKS

**Sumbangan Syarikat PKS Malaysia**

Medium: 3%  
Small: 23%  
Micro: 72%

**PKS Meliputi Pelbagai Sektor Ekonomi**

- 90% Services
- 5.9% Manufacturing
- 3% Construction
- 1% Agriculture
- 0.1% Mining & Quarrying

**EXPORT 17.8%**  
**PEKERJAAN 65%**  
**KDNK 35.9%**

Source: Department of Statistics Malaysia and SME Corp. Malaysia

#3

**SME Corp. Malaysia Official App**

Available on the App Store | GET IT ON Google play

**Information on 139 Financial Support Programme for SMEs**

#7

**PROGRAM DAN PERUNTUKAN DANA UNTUK MEMBANTU PKS MALAYSIA**

#4

**Program dan Peruntukan Dana untuk Membantu Bina Upaya PKS 2015 – 15 Kementerian 63 Agensi Menyokong PKS Malaysia**

- 163 Program PKS
- Jumlah Dana: **RM11.34b**
- 2014: 162 prog - RM9.9b
- 2013: 157 prog - RM11.9b
- 2012: 148 prog - RM14.1b

**DANA KERAJAAN**  
139 Program  
RM4.8b (43%)

**DANA SWASTA**  
24 Program  
RM6.5b (57%)

#8

Sambungan.....

Program – Program Bina Upaya PKS di Golongan di bawah 5 Bidang Utama (15 Kementerian 63 Agensi)		
Bidang	Bilangan Program	Peruntukkan (RM mil)
AKSES KEPADA PEMBIAYAAN	42	10,600.2
Pembangunan Modal Insan	47	70.8
Inovasi Teknologi &	23	357.3
Akses Pasaran	36	89.7
Infrastruktur	15	224.0
<b>Jumlah</b>	<b>163</b>	<b>11,341.9</b>
<b>RM11.34 billion</b>		<b>Manfaat</b>
		478,509 Projek

#9

Program Bina Upaya Untuk Membantu PKS			
Bumiputera Enterprise Enhancement Programme (BEEP) - SME Corp. Malaysia	GroomBig - MITI	Market Development Grant (MDG) - MATRADE	Bumiputera Exporters Development Programme (BEDP) - MATRADE
Women Exporters Development Programme (WEDP) - MATRADE	Exporters Training Programme - MATRADE	eTRADE - MATRADE	Going Export Programme (GoEx) by MATRADE
Soft Loan Schemes for Automation and Modernisation (SLSAM) - MIDF	Halal Development Fund - SME Bank	Export Capable Supplier Development - MAI	Strengthen Export Agro-based Distributors - FAMA
Entrepreneur Development by FAMA	Product and Quality Enhancement Programme - SIRIM	Galakkan Eksport Bumiputera (GEB) SME Corp & MARA - terbaru	

#10

APA YANG KERAJAAN BANTU UNTUK PKS SELAIN DARIPADA KEMUDAHAN PINJAMAN	
<b>PEMBUNGKUSAN PRODUK</b> <ul style="list-style-type: none"> <li>Pembungkusan baru dan penambahbaikan pembungkusan sedia ada</li> <li>Pengujian/ Analisis (shelf life, nutritional testing, registration with MOH)</li> <li>Merekabentuk &amp; membangunkan prototaip</li> <li>Kos pendaftaran IP - (Drafting /Filling Packaging Patent)</li> </ul>	<b>PERSIJILAN</b> <ul style="list-style-type: none"> <li>Latihan</li> <li>Konsultansi</li> <li>Yuran Persijilan</li> <li>Pengubahsuaian berkaitan persijilan</li> </ul>
<b>PENGIKLANAN &amp; PROMOSI</b> <ul style="list-style-type: none"> <li>Media massa/ Elektronik/ Online - TV, Radio, Website, FB</li> <li>Bahan-bahan Promosi - Banner, Bunting, Billboard</li> <li>Kos barangan promosi dengan Hypermarket / Supermarket - penyertaan Produk</li> </ul>	<b>INNOVASI</b> <ul style="list-style-type: none"> <li>R &amp; D Activities</li> <li>Trademark or IP Registration</li> </ul>
	<b>PEMBELIAN MESIN DAN PERALATAN</b> <ul style="list-style-type: none"> <li>Mesin dan peralatan baru</li> <li>Mesin yang telah dibaikpulih (tidak melebihi 5 tahun daripada tahun pembuatan)</li> <li>Pengujian bagi mesin dan peralatan</li> </ul>

#11

Halatju dan Pembangunan PKS Malaysia – Perhatian Tertinggi dengan Penubuhan National SME Development Council (NSDC)	
	Ditubuhkan pada tahun 2004 Dipengerusikan oleh YAB PM, Menteri-Menteri 15 Kementerian & Ketua-ketua agensi utama
<b>Peranan dan Tanggungjawab</b> <ul style="list-style-type: none"> <li>Menyediakan hala tuju pembangunan PKS yang komprehensif - semua sektor</li> <li>Merangka strategi dan dasar-dasar umum</li> <li>Memantau dan memastikan keberkesanan pelaksanaan dasar</li> </ul>	<b>Pencapaian</b> <ul style="list-style-type: none"> <li>SME definition &amp; statistics</li> <li>Central Coordinating Agency</li> <li>Information dissemination</li> <li>New financial products (guarantees, microfinance)</li> <li>Financial infrastructure (transformation of DFIs, Credit Bureau, SDRS)</li> <li>Long-term policy - SME Dev Framework, SME Masterplan</li> </ul>

#12

BAB-BAB DALAM TPP YANG MENYOKONG PEMBANGUNAN PKS	

#13

Bab 24 : PERUSAHAAN KECIL DAN SEDERHANA	
<ul style="list-style-type: none"> <li>Pertama kali dalam sejarah rundingan FTA - Bab PKS</li> <li>Bantuan kepada PKS masih dibenarkan dlm TPP – menerima bantuan kerajaan dari segi carve-outs dan sokongan eksport. AS, Canada, Mexico, Peru – PASARAN BARU &amp; DAYA UPAYA MEMBELI TINGGI</li> <li>OBLIGASI TPP - menggalakkan penyertaan PKS dalam perdagangan</li> <li>LANAM WEB INTERAKTIF untuk PKS - maklumat mengenai TPP termasuk peruntukan TPP berkaitan dengan PKS; Peraturan-peraturan dan prosedur berkaitan hak harta intelek; pelaburan asing; pendaftaran perniagaan; pekerjaan dan cukai.</li> <li>Sebuah JAWATANKUASA akan ditubuhkan oleh ahli-ahli TPP untuk mengada dan melaksanakan program bagi membangunkan PKS di setiap negara ahli.</li> </ul>	

#14

CONTOH LAMAN WEB UNTUK SME-ASEAN	
 <p><a href="http://www.aseanmarketplace.net/">http://www.aseanmarketplace.net/</a></p>	<ul style="list-style-type: none"> <li>7500 Syarikat SME ASEAN berdaftar</li> <li>Berniaga dan mencari rakan perdagangan secara on-line dengan rakan2 SME ASEAN</li> <li>Maklumat pasaran, direktori, market place dan sistem e-payment</li> <li>ACASIA – TELEKOM Malaysia dan rakan2 ASEAN</li> </ul>
 <p><a href="http://www.aseansme.org/home">http://www.aseansme.org/home</a></p>	<ul style="list-style-type: none"> <li>Syarikat SME ASEAN boleh mendaftar</li> <li>Maklumat lengkap mengenai pasaran ASEAN - AEC, prosidur kastam, tarif, sijil tempasal, prosidur import dan eksport, perniagaan on-line, kursus untuk SME secara atas talian, knowledge center untuk PKS (best practices)</li> <li>ASEAN SME Strategic Action Plan for SME Development 2016-2025</li> </ul>

#15

Bab 21: BINA UPAYA DAN KERJASAMA Capacity Building and Cooperation	
<ul style="list-style-type: none"> <li>Menekan keperluan agar SETIAP AHLI TPP MEMBANTU AHLI TPP LAIN YANG MEMERLUKAN BANTUAN. Setiap ahli TPP berbeza status ekonomi</li> <li>Kerjasama dijalin agar ahli TPP membantu satu sama lain di dalam menghadapi cabaran-cabaran di dalam melaksanakan perjanjian</li> <li>Bagaimana kerjasama dijalin? – JAWATANKUASA KERJASAMA DAN BINA UPAYA ditubuhkan bagi mengenal pasti dan mengkaji bidang-bidang berpotensi untuk kerjasama termasuk usaha-usaha pembangunan kapasiti.</li> <li>Kerjasama ini adalah tertakluk kepada ketersediaan sumber ahli TPP masing-masing.</li> </ul>	

#16

Sambungan.....

**Bab 23: PEMBANGUNAN Development**

□ Setiap ahli mendapat manfaat penuh daripada perjanjian, mampu melaksanakan komitmen dan menjadi lebih makmur.

**KERJASAMA PEMBANGUNAN DI DALAM TIGA BIDANG UTAMA**

i) Meningkatkan asas pertumbuhan ekonomi, termasuk pembangunan mapan, pengurangan kemiskinan dan **MENINGKAT SERTA MEMPROMOSI PKS**;

ii) Membantu **WANITA** di dalam membina keupayaan dan kemahiran, meningkatkan akses kepada pasaran, memperolehi teknologi dan pembiayaan, mewujudkan rangkaian kepimpinan wanita dan mengenai pasti amalan terbaik dan fleksibiliti tempat kerja; dan

iii) Meningkatkan kerjasama pembangunan di dalam pendidikan, sains dan teknologi, penyelidikan dan inovasi.

□ **JAWATANKUASA PEMBANGUNAN** diadakan untuk mengalakkan kerjasama di dalam bab Pembangunan

#17

✓ **Bab 15: GOVERNMENT PROCUREMENT**

**Article 15.21: Facilitation of Participation by SMEs**

3. To facilitate participation by SMEs in covered procurement, each Party shall, to the extent possible and if appropriate:

a) provide comprehensive procurement-related information that includes a definition of SMEs in a single electronic portal;

b) endeavour to make all tender documentation available free of charge;

c) conduct procurement by electronic means or through other new information and communication technologies; and

d) consider the size, design and structure of the procurement, including the use of subcontracting by SMEs

#21

**Bab 3: PERATURAN TEMPASAL (ROO)**

✓ Memberi kelebihan kepada Pengeksport, Pengimport dan Pengeluar

✓ Berasaskan sistem '**FULL SELF CERTIFICATION**'

✓ Mempromosi 'regional supply chains'

✓ Memastikan ahli **TPP** sahaja mendapat manfaat '**Cumulation**' sepenuhnya dan fleksibiliti memilih daripada beberapa peraturan **ROO** seperti '**BUILD DOWN, BUILD UP DAN FOCUSED VALUE**'

✓ Memberi kelebihan kepada PKS untuk melaksanakan proses '**RE-MANUFACTURING**'

#18

✓ **Bab 14: E-COMMERCE**

**Article 14.15: COOPERATION**

Recognising the global nature of electronic commerce, the Parties shall endeavour to:

(a) work together to assist SMEs to overcome obstacles to its use;

✓ **Bab 19: BURUH**

a) Mengalakkan syarikat2 untuk menghasilkan produk ekport yang tidak menggunakan buruh paksa atau kanak-kanak.

b) Baik untuk imej produk Malaysia dan berpotensi untuk dibeli oleh negara-negara maju di masa hadapan kerana komitmen Malaysia dan standard diguna pakai di dalam Bab Buruh.

**Bab 4: TEKSTIL**

• Membuka peluang kepada pengeluar Batik PKS untuk mengembang dan mengeksport produk Batik ke negara TPP tanpa duti atau terikat kepada Yarn Forward Rule

#22

HS Classification (HS2007)	Product-Specific Rule of Origin
9001.90 (Sunglass lenses)	A change to a good of subheading 9001.90 from any other heading; or No change in tariff classification required for a good of subheading 9001.90, provided there is a regional value content of not less than: (a) 30 per cent under the <u>build-up method</u> ; or (b) 40 per cent under the <u>build-down method</u> ; or (c) 50 per cent under the <u>focused value method</u> taking into account only the non-originating materials of heading 90.01.
8711.10 - 8711.30 Motorcycles And Cycles With An Auxiliary Motor, With Reciprocating Internal Combustion Pistol Engine, Cylinder Capacity Over 250 Cc Not Over 500 Cc	A change to a good of subheading 8711.10 through 8711.30 from any other heading, except from heading 87.14; or No change in tariff classification required for a good of subheading 8711.10 through 8711.30, provided there is a regional value content of not less than: (a) 30 per cent under the build-up method; or (b) 30 per cent under the net cost method; or (c) 40 per cent under the build-down method; or (d) 50 per cent under the focused value method taking into account only the non-originating materials of heading 87.11 and heading 87.14.

#19

**TPP**  
TRANS PACIFIC  
PARTNERSHIP

www.smeinfo.com.my    www.smecorp.gov.my    1-300-30-6000

Find us on Facebook  
SME Corp. Malaysia

#23

**BAB LAIN MEMPUNYAI FOKUS UNTUK PKS**

✓ **Bab 22: COMPETITIVENESS AND BUSINESS FACILITATION**

**Article 22.2 Committee On Competitiveness And Business Facilitation –**

(c) provide advice and recommendations to the Commission on ways to further enhance the competitiveness of the Parties' economies, including recommendations aimed at enhancing the **PARTICIPATION OF SMES IN REGIONAL SUPPLY CHAINS**;

**Article 22.3: Supply Chains**

2. The Committee shall develop recommendations and promote seminars, workshops or other capacity building activities with appropriate experts, including private sector and international donor organisations, to assist participation by SMEs in supply chains in the free trade area.

✓ **Bab 17: STATE OWNED ENTERPRISE (SOE)**

• Annex IV: 40% Perolehan oleh SOE – keutamaan pada PKS, vendor, Sabah dan Sarawak dan Bumiputera

#20

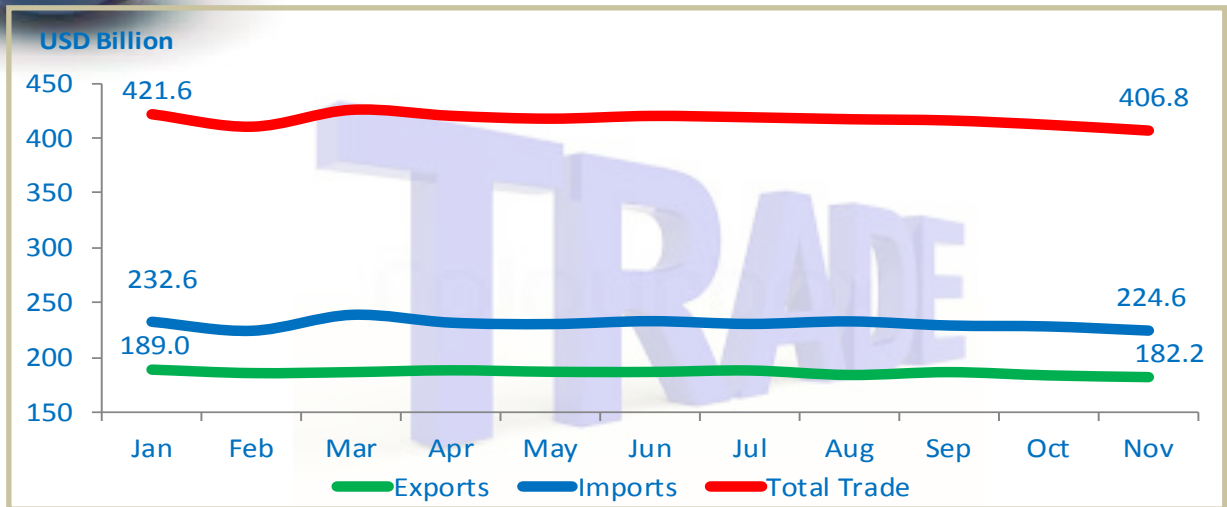
Disclaimer: This document is for information purposes only, and does not constitute legal advice





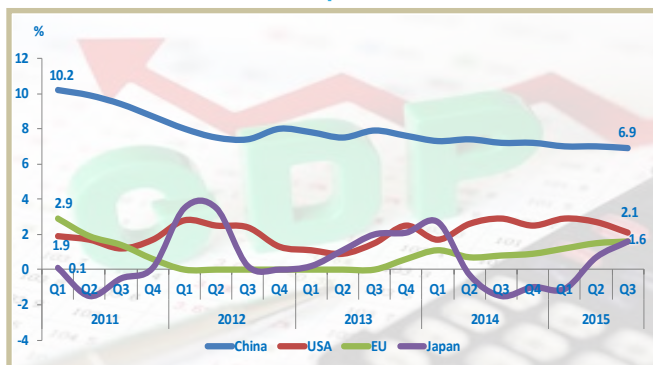
# International Report

## U.S.A. International Trade in Goods and Services Jan - Nov 2015

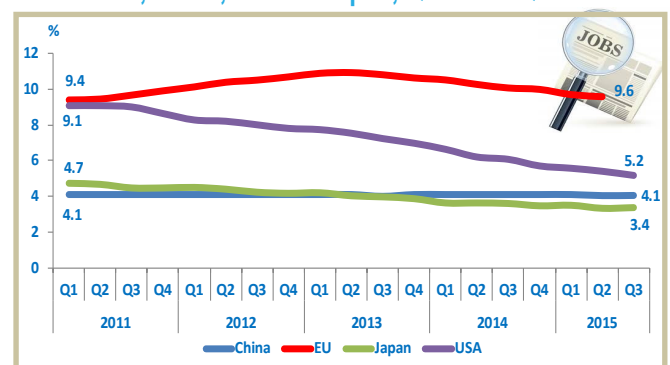


Source: Bureau of Economic Analysis

### GDP Growth For USA, China, EU and Japan Q1 2011 - Q3 2015



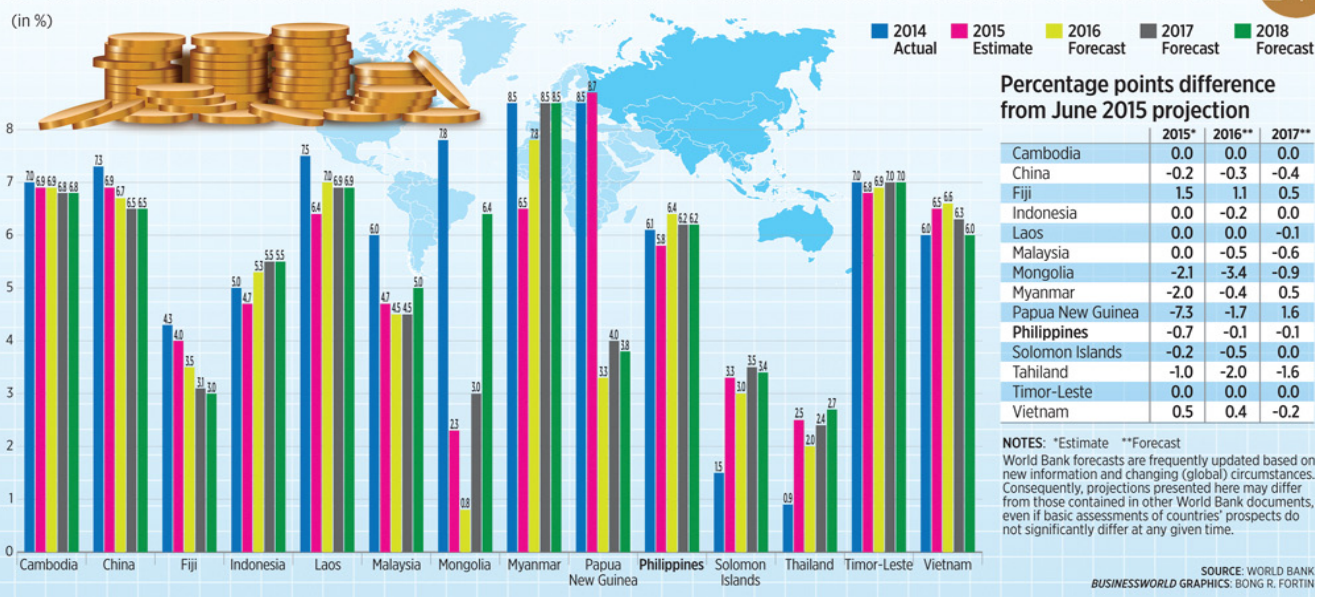
### Unemployment Rate For USA, China, EU and Japan, Q1 2011 - Q3 2015



Source: tradingeconomics.com, oecd.org

“DRIVING Transformation, POWERING Growth”

## REAL GDP GROWTH OUTLOOK FOR SELECT EAST ASIA AND PACIFIC ECONOMIES



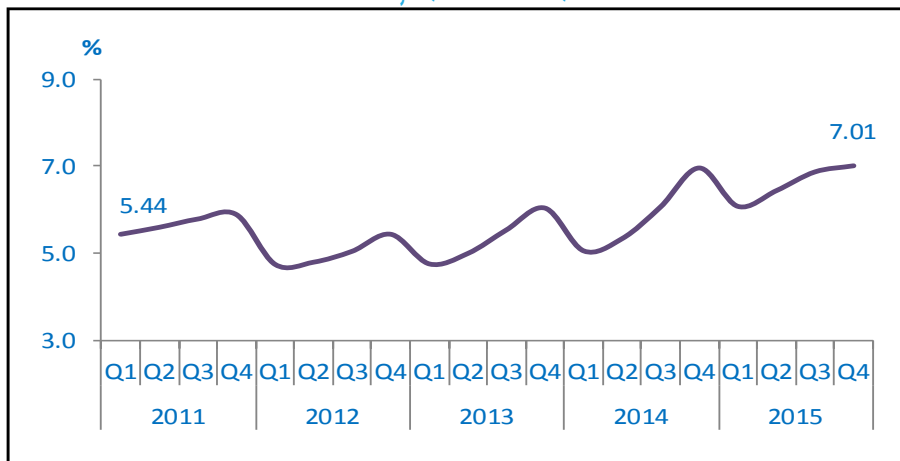
source: worldbank

# Viet Nam



Area : 332,698 kilometers  
28,565 square miles  
Population : 91,700,000 (2015 estimate)  
Source: <https://en.wikipedia.org/wiki/Vietnam>

## GDP Growth Rate, Q1 2011 - Q4 2014



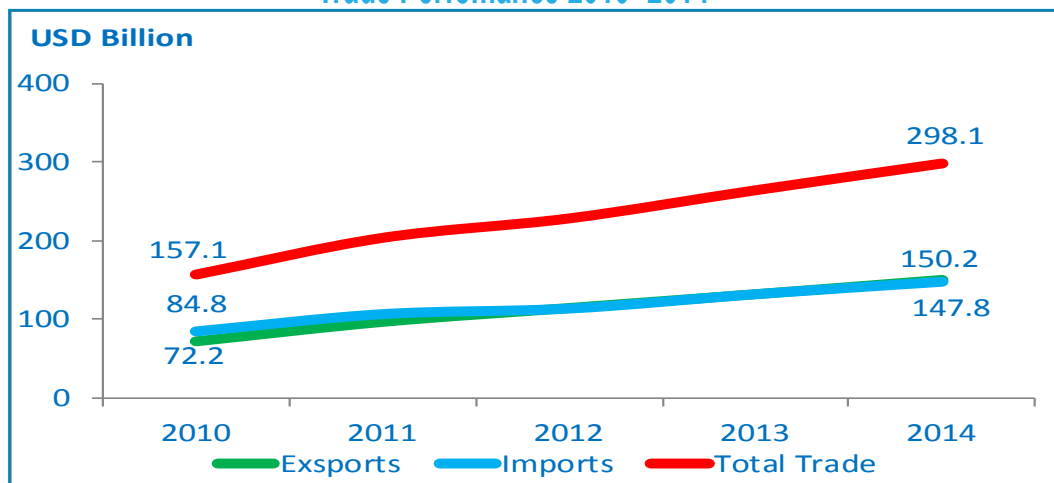
Source: [tradingeconomics.com](http://tradingeconomics.com), general statistics office of Viet Nam

## Foreign Direct Investment

Year	Value (USD Bil)
2010	8.0
2011	7.4
2012	8.4
2013	8.9
2014	9.2

Source: worldbank

## Trade Performance 2010 -2014



Source: [comtrade.un.org](http://comtrade.un.org)

## Top Five Exports Destination, 2014

	USD28.6 Bil
	USD14.9Bil
	USD14.7Bil
	USD7.2Bil
	USD5.3 Bil

## Top Five Imports Sources, 2014

	USD43.6 Bil
	USD21.7Bil
	USD12.9Bil
	USD7.1Bil
	USD6.8Bil

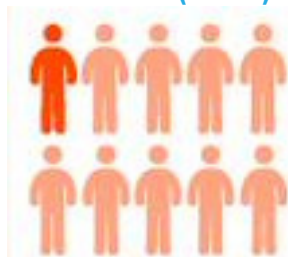
Source: [comtrade.un.org](http://comtrade.un.org)

# Iran

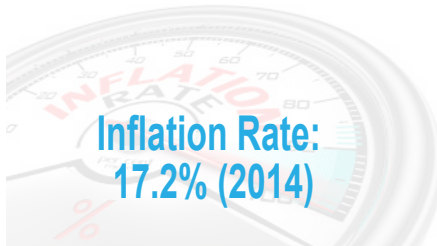


source: wto

**Unemployment Rate:**  
**11.4 % (2014)**



source: worldbank



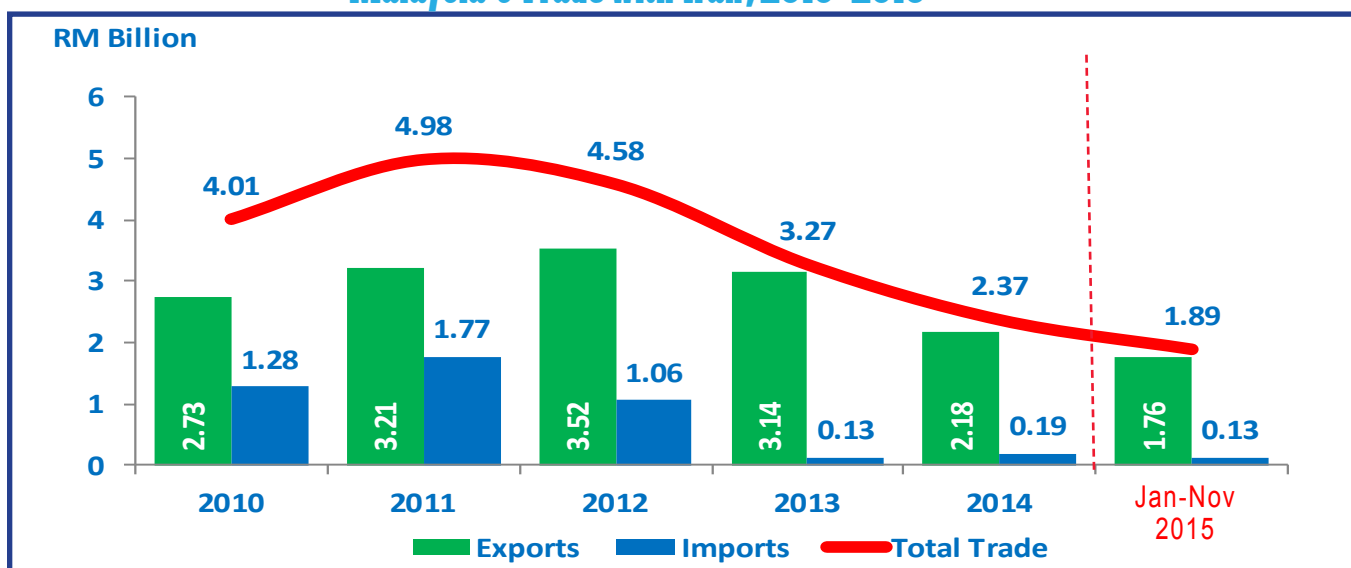
source: worldbank



**Area : 1,648,195 km<sup>2</sup>**

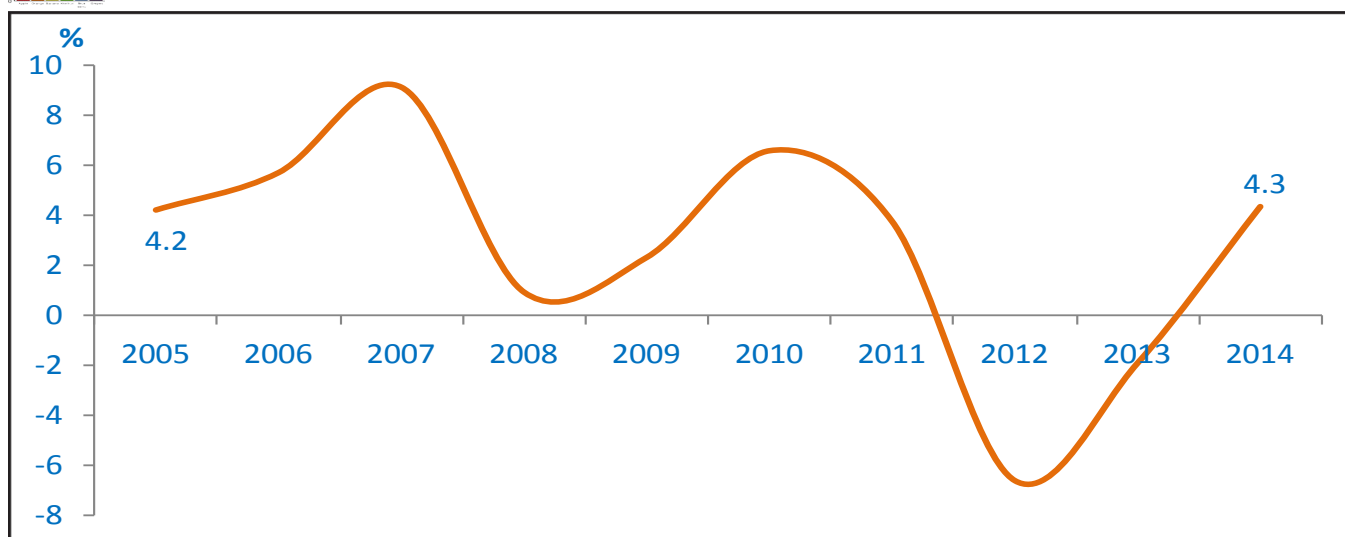
source: <https://en.wikipedia.org/wiki/Iran>

## Malaysia's Trade with Iran, 2010-2015



source: Department of Statistics, Malaysia

## Annual GDP Growth (%) of Iran



source: worldbank



# The World's Hardest-working Nations

The Organisation for Economic Co-operation and Development's (OECD) Better Life Index measures many things including the average hours worked per employee in each country. We've divided the OECD's annual findings by 48 weeks to show which nations work the most hours on average each week.



## 1. Mexico

Hours a week: 46.4

Hours a year : 2,228



## 2. Costa Rica

Hours a week: 46.2

Hours a year : 2,216



## 3. South Korea

Hours a week: 44.3

Hours a year : 2,124



## 4. Greece

Hours a week: 42.5

Hours a year : 2,042



## 5. Chile

Hours a week: 41.5

Hours a year : 1,990



## 6. Russian Federation

Hours a week: 41.3

Hours a year : 1,985



## 7. Latvia

Hours a week: 40.4

Hours a year : 1,938



## 8. Poland

Hours a week: 40.1

Hours a year : 1,923



## 9. Iceland

Hours a week: 38.8

Hours a year : 1,864



## 10. Iceland

Hours a week: 38.7

Hours a year : 1,859

DID YOU KNOW?

“DRIVING Transformation, POWERING Growth”

# Number and Value of Preferential Certificates of Origin (PCOs)

## Number of Certificates (Provisional data)

	2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
AANZFTA		3,654	3,003	3,522	3,627	3,267	3,722	3,525	3,647	3,859	3,947	4,040	3,200
AIFTA		2,223	2,065	2,531	2,545	2,483	2,701	2,738	2,864	2,852	2,768	2,569	2,959
AJCEP		931	784	932	775	824	841	863	806	977	859	821	813
ATIGA		17,383	14,683	19,483	17,889	17,547	19,738	16,237	17,875	19,904	19,573	18,587	19,192
ACFTA		5,237	4,108	6,569	6,945	6,029	6,419	5,697	5,582	5,529	6,450	6,103	7,059
AKFTA		2,915	2,740	3,663	3,387	3,238	3,472	3,265	3,082	3,437	3,580	3,405	3,529
MICECA		1,209	1,177	1,489	1,453	1,343	1,415	1,352	1,273	1,252	1,315	1,166	1,243
MNZFTA		32	20	29	30	36	36	31	34	38	26	35	32
MCFTA		243	195	244	273	212	282	257	318	289	284	238	188
MAFTA		1,676	1,450	1,611	1,799	1,454	1,797	1,689	1,709	1,766	1,966	1,983	1,674
MJEPA		3,741	3,075	3,623	3,438	3,380	3,541	3,479	3,288	3,620	3,539	3,562	3,432
MPCEPA		653	568	735	691	566	723	549	706	612	619	570	708
GSP		621	511	542	507	513	537	639	503	651	572	495	542
MTFTA									615	915	784	756	826

Notes: The preference giving countries under the GSP scheme are Liechtenstein, the Russian Federation, Japan, Switzerland, Belarus, Kazakhstan and Norway.



AANZFTA: ASEAN-Australia-New Zealand Free Trade Agreement  
(Implemented since 1 January 2010)



ATIGA: ASEAN Trade in Goods Agreement  
(Implemented since 1 May 2010)



AJCEP: ASEAN-Japan Comprehensive Economic Partnership  
(Implemented since 1 February 2009)



ACFTA: ASEAN-China Free Trade Agreement  
(Implemented since 1 July 2003)



AKFTA: ASEAN-Korea Free Trade Agreement  
(Implemented since 1 July 2006)



AIFTA: ASEAN-India Free Trade Agreement  
(Implemented since 1 January 2010)



MPCEPA: Malaysia-Pakistan Closer Economic Partnership Agreement (Implemented since 1 January 2008)



MJEPA: Malaysia-Japan Economic Partnership Agreement (Implemented since 13 July 2006)



MICECA: Malaysia-India Comprehensive Economic Cooperation Agreement (Implemented since 1 July 2011)



MNZFTA: Malaysia-New Zealand Free Trade Agreement (Implemented since 1 August 2010)



MCFTA: Malaysia-Chile Free Trade Agreement (Implemented since 25 February 2012)

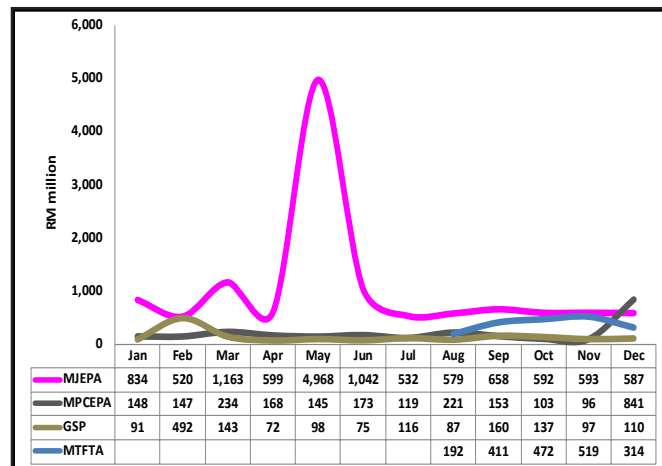
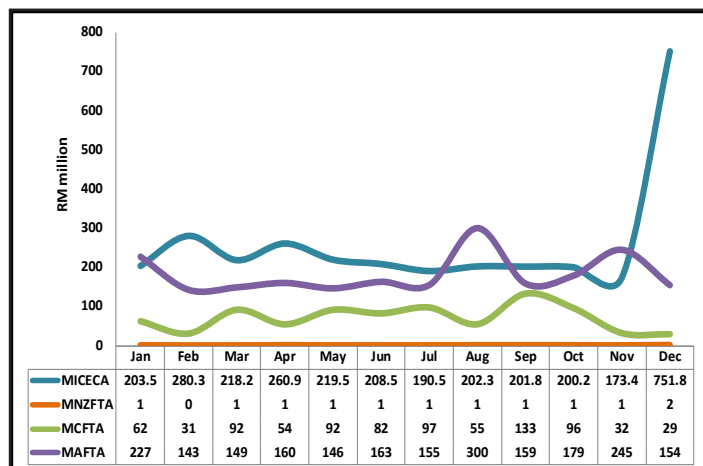
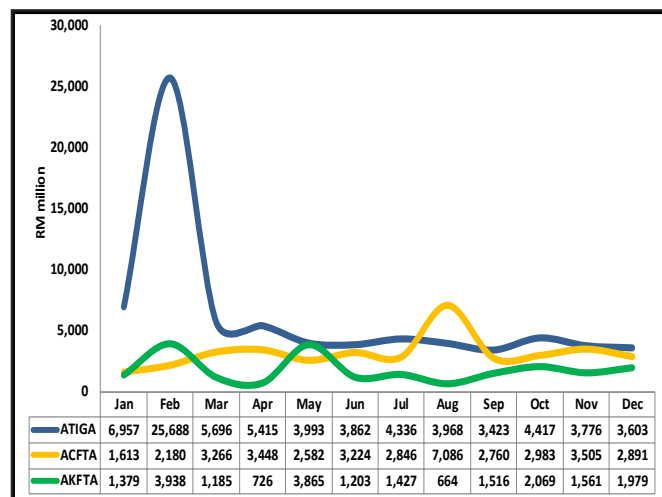
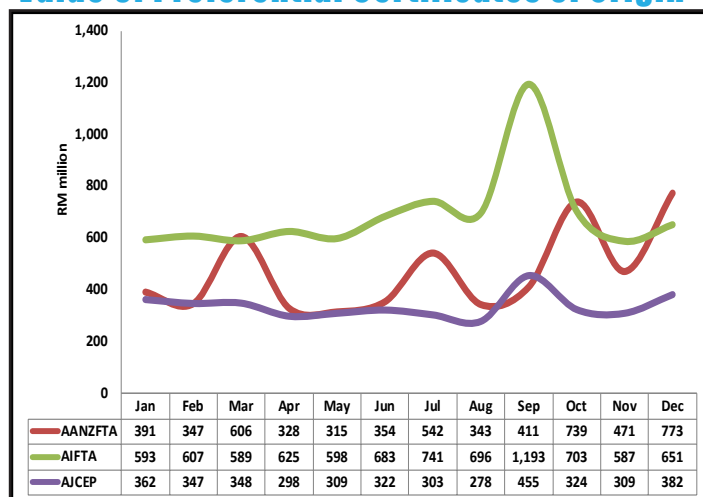


MAFTA: Malaysia-Australia Free Trade Agreement (Implemented since 1 January 2013)



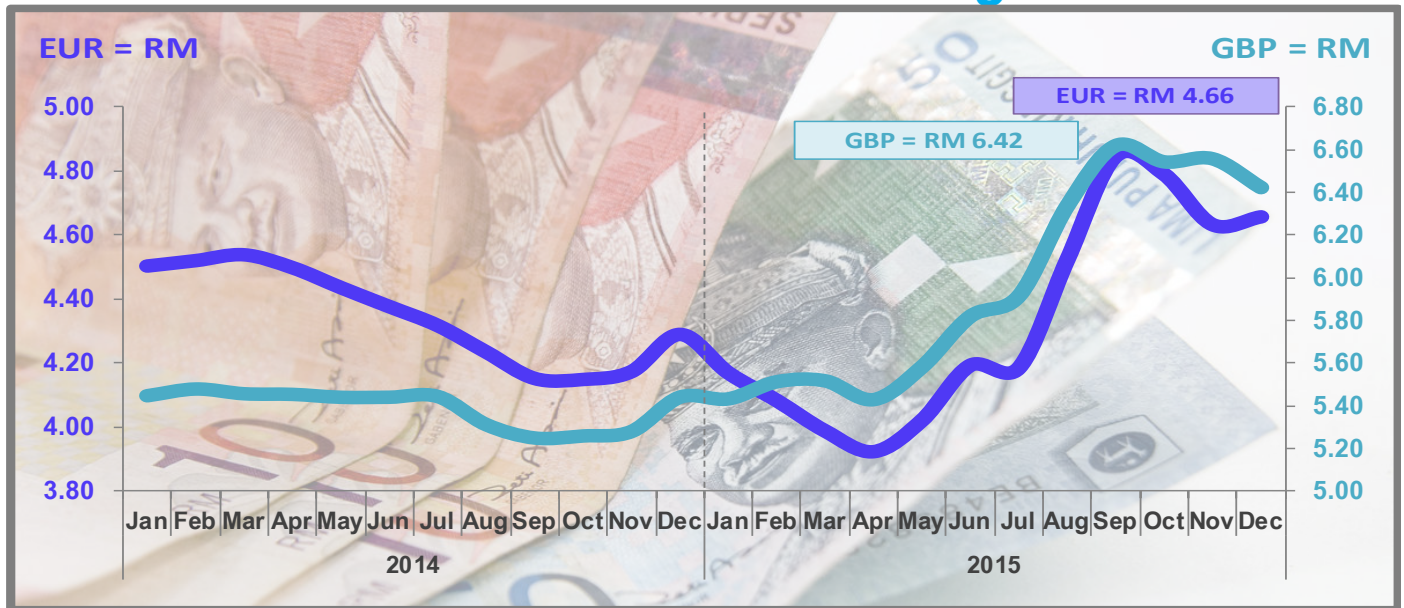
MTFTA: Malaysia-Turkey Free Trade Agreement (Implemented since 1 August 2015)

## Value of Preferential Certificates of Origin



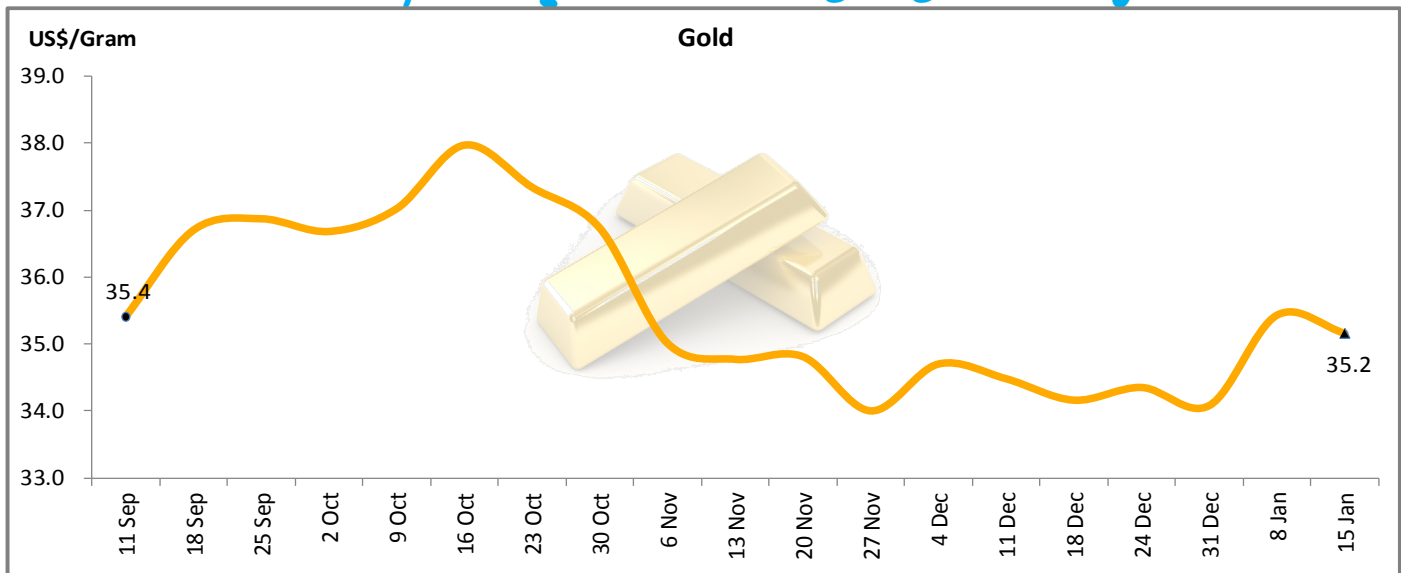
Source: Ministry of International Trade and Industry, Malaysia

# Malaysian Ringgit Exchange Rate with Euro and Pound Sterling



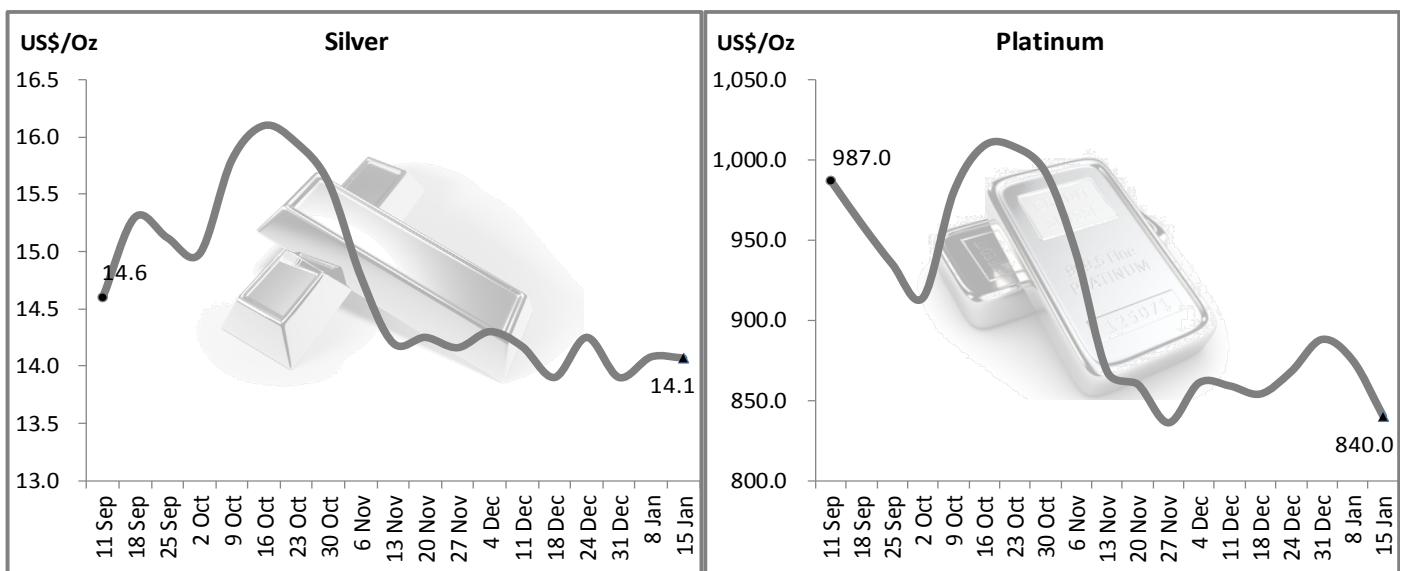
Source : Bank Negara, Malaysia

## Gold Prices, 11 September 2015 - 15 January 2016



Source : [http://www.gold.org/investments/statistics/gold\\_price\\_chart/](http://www.gold.org/investments/statistics/gold_price_chart/)

## Silver and Platinum Prices, 11 September 2015 - 15 January 2016



[http://online.wsj.com/mdc/public/page/2\\_3023-cashprices.html?mod=topnav\\_2\\_3023](http://online.wsj.com/mdc/public/page/2_3023-cashprices.html?mod=topnav_2_3023)

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# Commodity Prices



Commodity	Crude Petroleum (Brent) (per bbl)	Crude Palm Oil (per MT)	Sugar (per lbs.)	Rubber SMR 20 (per MT)	Cocoa SMC 2 (per MT)	Coal (per MT)	Scrap Iron HMS (per MT)
15 Jan 2016 (US\$)	28.9	545.5	14.9	1,081.5	1,854.7	47.8	200 (high) 170 (low)
% change*	↓ 13.7	↓ 3.8	↑ 3.2	↑ 0.5	↑ 3.2	↑ 0.1	unchanged unchanged
2015 <sup>i</sup>	36.9 - 66.8	616.9	13.2	1,364.3	2,077.0	49.9	239.6
2014 <sup>i</sup>	59.5 - 114.8	823.3	16.6	1,718.3	2,615.8	59.8	370.0

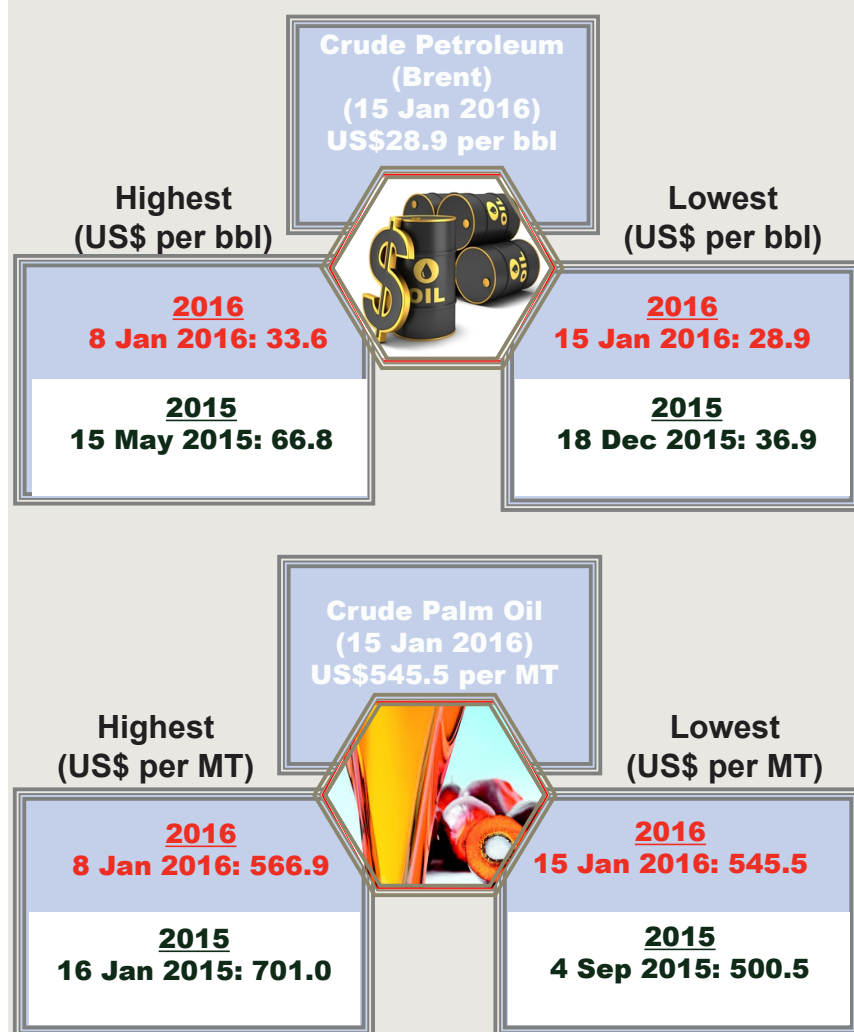
Notes: All figures have been rounded to the nearest decimal point

\* Refer to % change from the previous week's price

<sup>i</sup> Average price in the year except otherwise indicated

n.a Not available

## Highest and Lowest Prices, 2015/2016

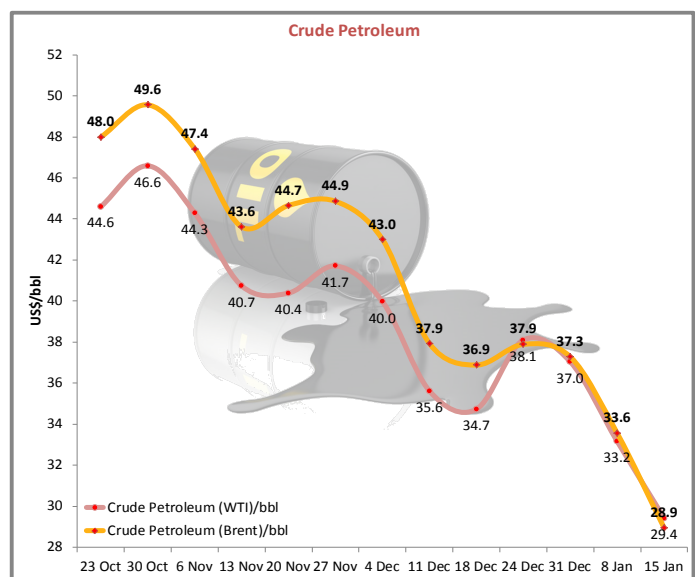
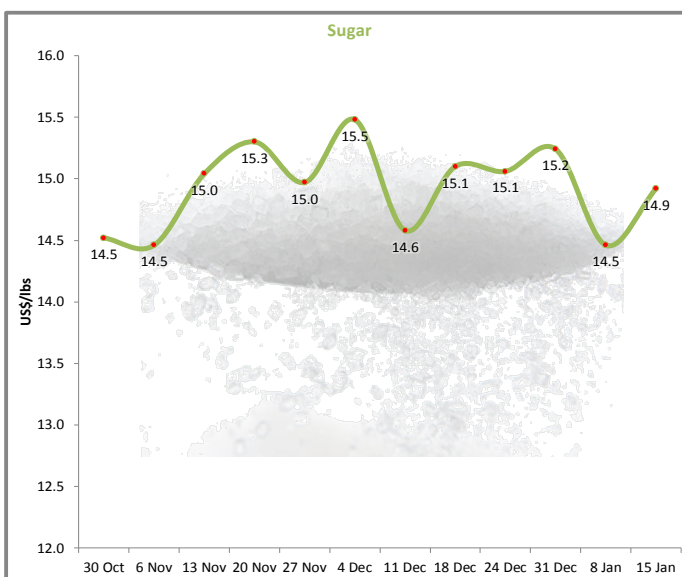
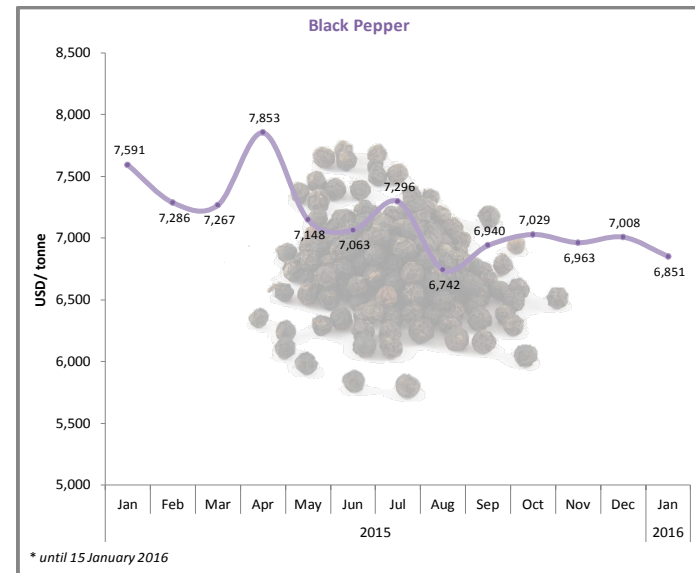
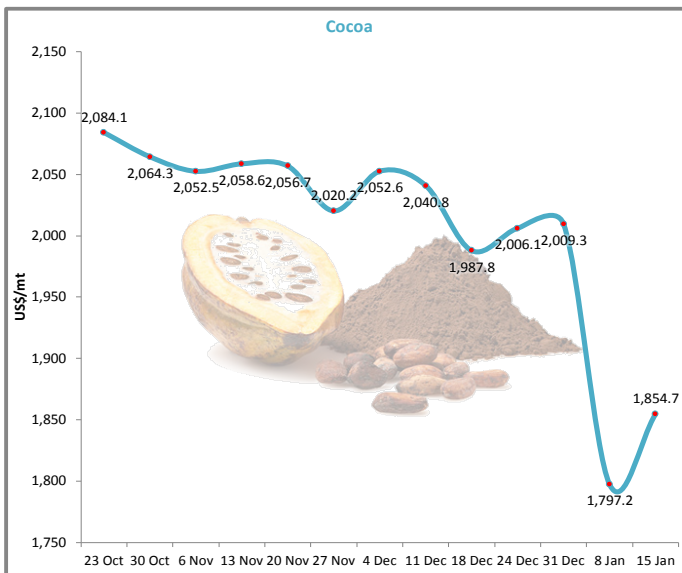
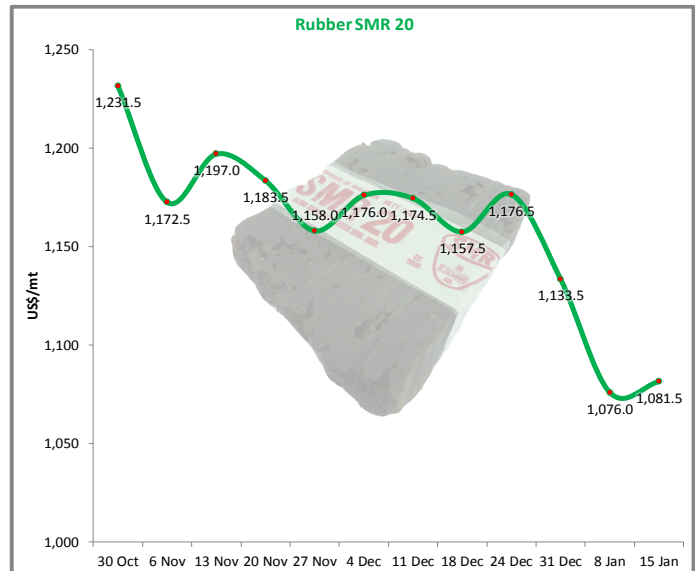
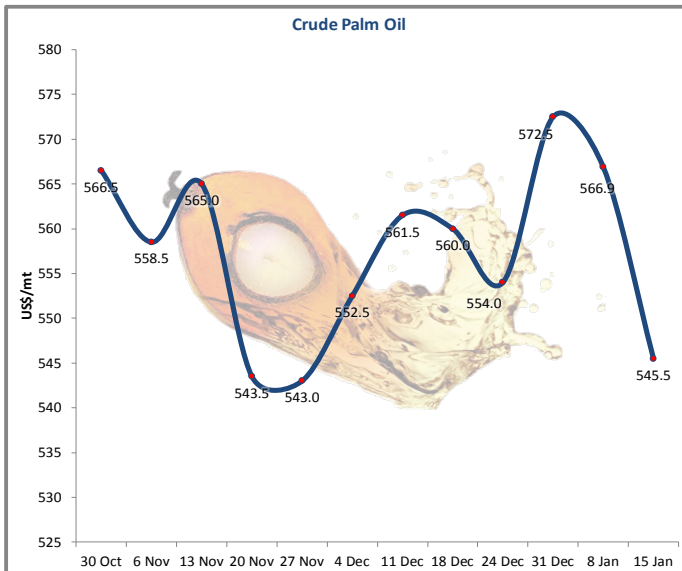


## Average Domestic Prices, 8 Jan 2016



Sources: Ministry of International Trade and Industry Malaysia, Malaysian Palm Oil Board, Malaysian Rubber Board, Malaysian Cocoa Board, Malaysian Iron and Steel Industry Federation, Bloomberg and Czarnikow Group.

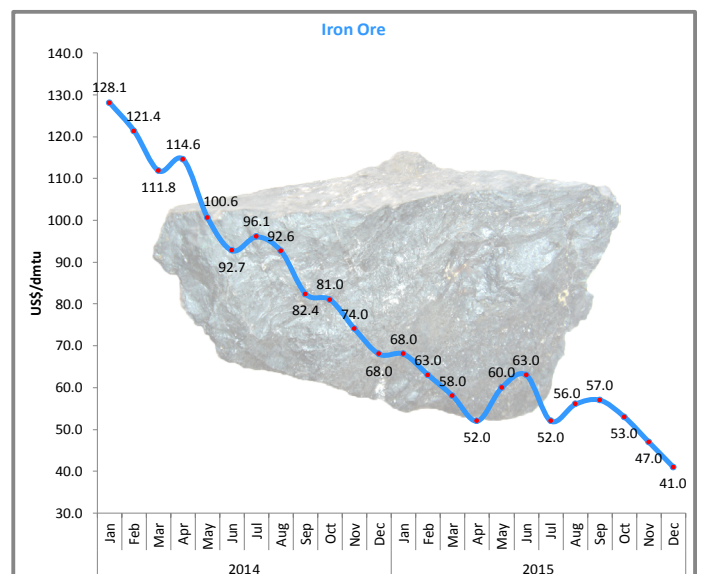
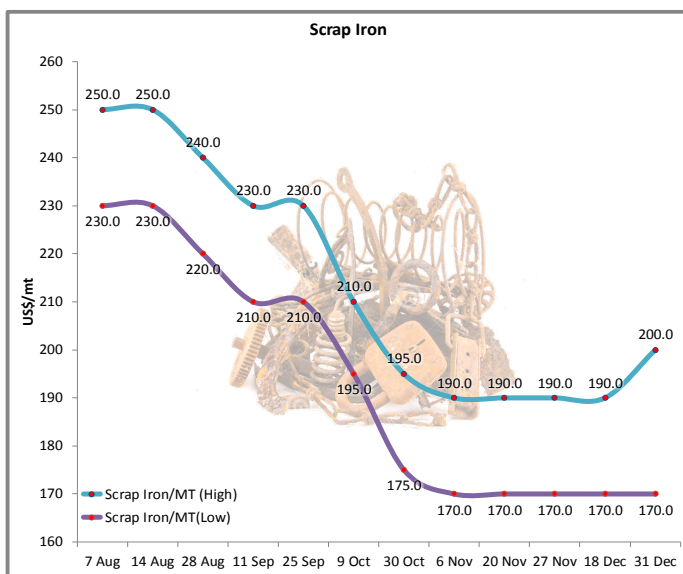
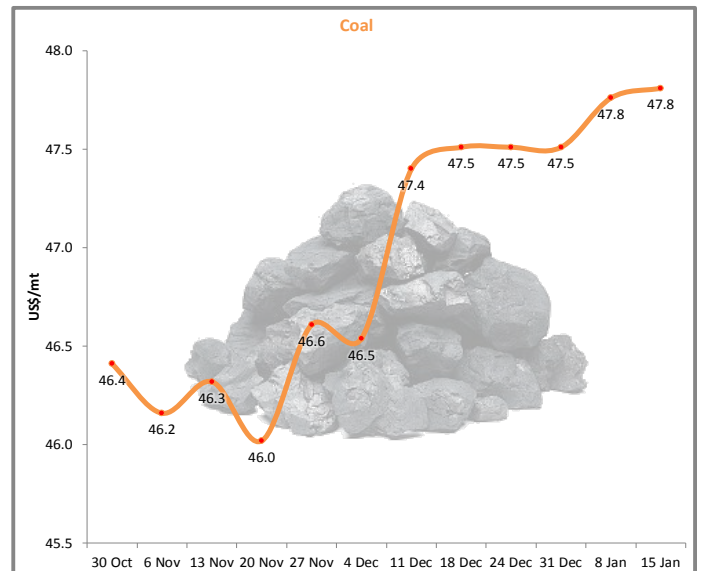
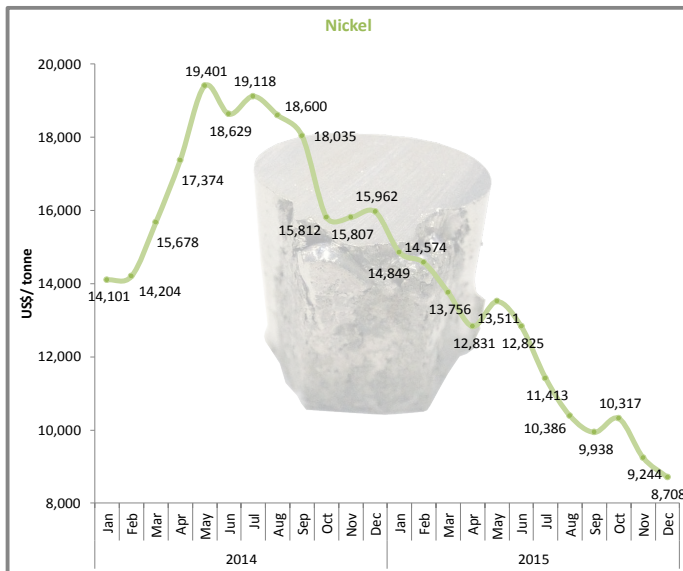
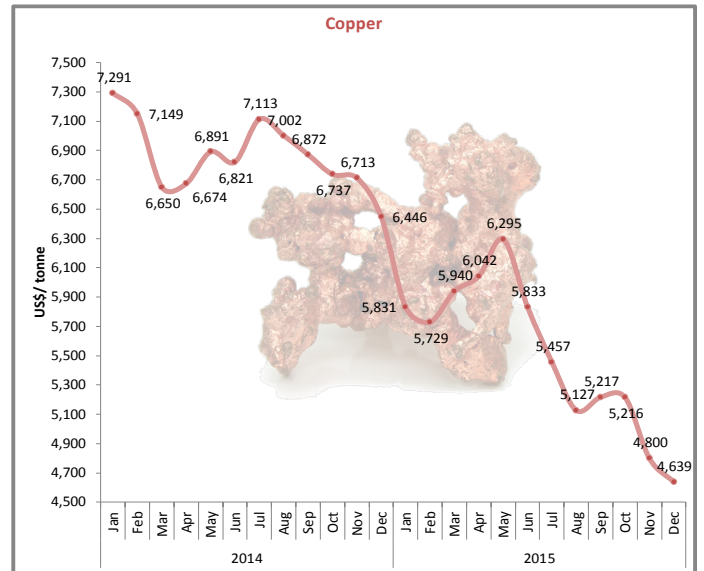
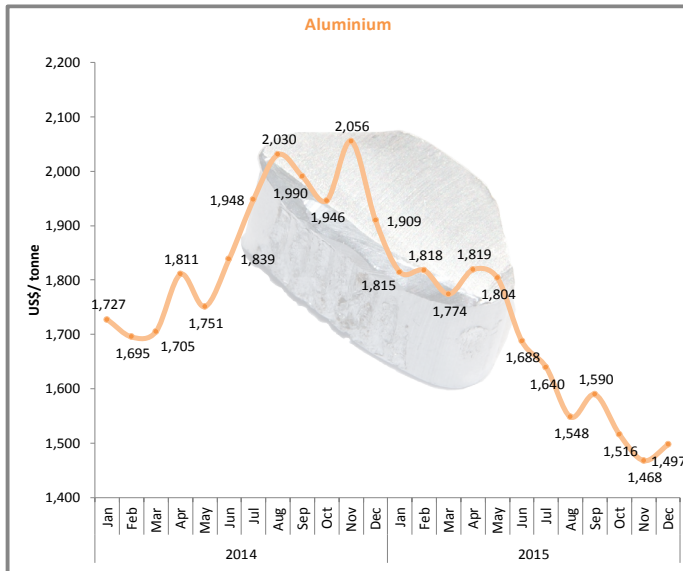
# Commodity Price Trends



“DRIVING Transformation, POWERING Growth”

Sources: Ministry of International Trade and Industry Malaysia, Malaysian Palm Oil Board, Malaysian Rubber Board, Malaysian Cocoa Board, Malaysian Pepper Board, Malaysian Iron and Steel Industry Federation, Bloomberg and Czarnikow Group, World Bank.

# Commodity Price Trends



“DRIVING Transformation, POWERING Growth”

Sources: Ministry of International Trade and Industry Malaysia, Malaysian Palm Oil Board, Malaysian Rubber Board, Malaysian Cocoa Board, Malaysian Pepper Board, Malaysian Iron and Steel Industry Federation, Bloomberg and Czarnikow Group, World Bank.



## A STAR IN CAMERON HIGHLANDS

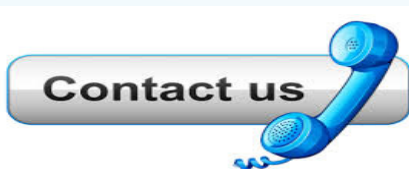
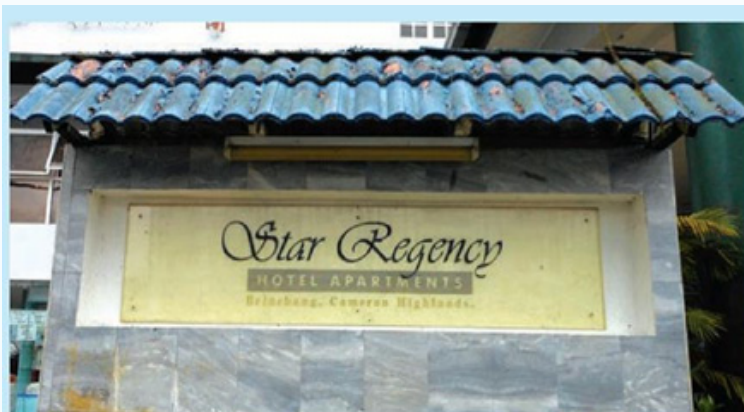
When it comes to hotels, it is not just the big brand names or franchise establishments that can provide good service, pleasant ambience and comfortable accommodation.

The Star Regency Hotel and Apartments is one of the many small players in the industry that strives to ensure that the needs of its guests are met and that their stay is pleasant and comfortable, according to the owner, Mr. Selvam Kuppusamy. Star Regency has opened its door for 10 years now, welcoming visitors to Cameron Highlands. Mr. Selvam attributes the consistently high occupancy rate of his accommodation to word-of-mouth and positive reviews on the social media.

Mr. Selvam's past experience in managing a hotel cum pub in Kuantan, Pahang certainly helped in the new venture. Star Regency was initially rented out to Mr. Selvam. After managing it successfully in the first year, the hotel's former owner offered to sell the business to Mr. Selvam. He was so confident with Mr. Selvam's ability to manage the business that he even became the guarantor for the loan Mr. Selvam took from the Malaysian Industrial Development Finance Berhad (MIDF). Upon taking over Star Regency, Mr. Selvam immediately went about improving the hotel's maintenance and fixtures, and establishing links with travel agents. As a result, the business volume picked up and the number of walk-ins increased.

As the business grew, Mr. Selvam made a decision to move the hotel from Tanah Rata to Brinchang town centre by acquiring a new property near the site of a popular night market. It was a bold move that has paid off well as Star Regency is now thriving in a prime location that is within walking distance of restaurants, shops, and markets. Another strategic move was getting the Halal certification, which the Star Regency maintains until today. "Becoming a Halal business was a big deal because 90% of our customers today are Muslim," he says.

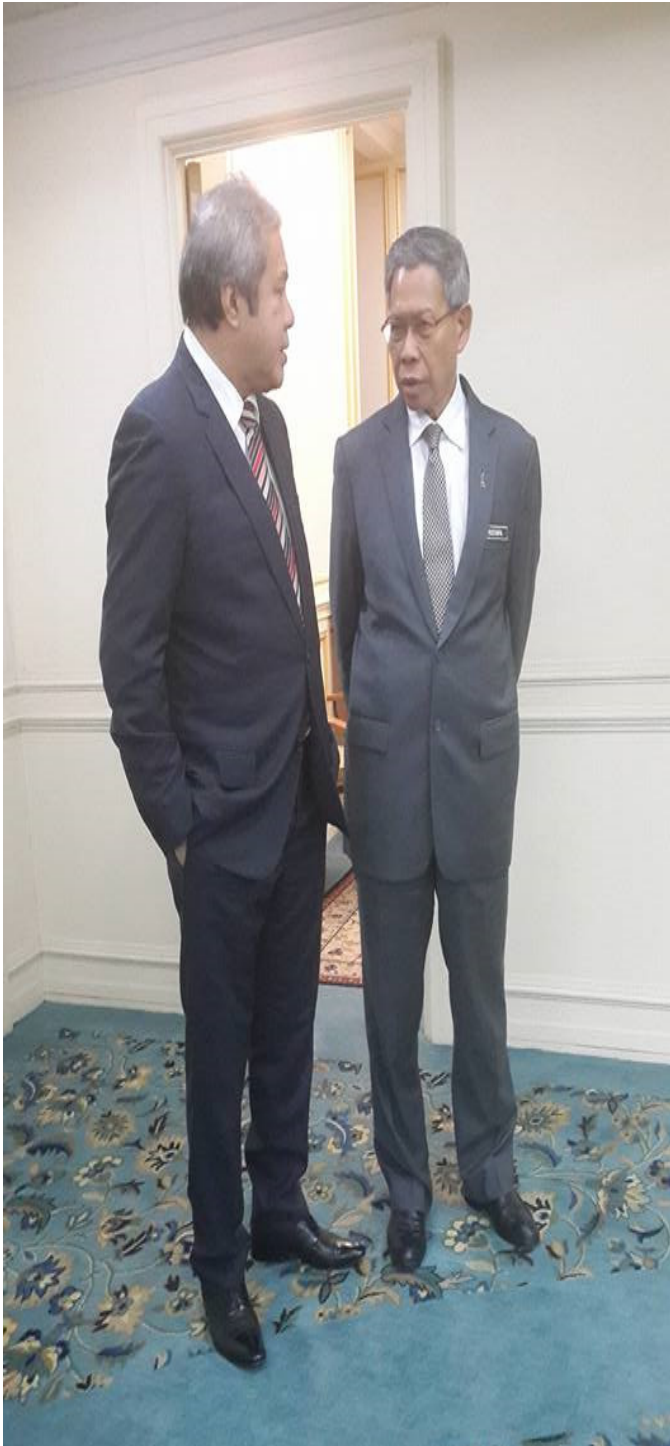
Currently, Star Regency is being run by Mr. Selvam, his wife and his brother. Through the implementation of a good pricing strategy and consistent promotion, Star Regency has established itself as one of the most popular choices for accommodation, particularly for those who come in groups to Cameron Highlands. "We feel that our knowledge and experience in the hospitality industry stand us in good stead. Our current method of handling the stiff competition is through innovation of the basic 4P marketing tools: product, price, promotion, and place," says Mr. Selvam. Going forward, he intends to ensure that Star Regency continues to attract customers and maintain its high occupancy rate. In addition to carrying out room upgrades, efforts will also be made to further boost promotion by leveraging on the hotel's strategic location.



Address:  
Star Regency Hotel Apaartments  
Jalan Tapah-Cameron Highlands  
39100 Cameron Highlands Pahang  
Phone: 05-491 5133  
Website: star-regency.net

# MITI Programme

Taklimat TPPA  
Imperial Hotel, Kuching Sarawak  
- 15 Januari 2015



“DRIVING Transformation, POWERING Growth”



**MITI Brainstorming 2016**  
**14 January 2016**



“DRIVING Transformation, POWERING Growth”



## Industry Consultation Session 13 January 2016



“DRIVING Transformation, POWERING Growth”



# Announcement

## MITI Weekly Bulletin (MWB) Mobile Apps

MITI MWB APPs is now available on IOS, Android and Windows platform and is ready for download from the Gallery of Malaysian Government Mobile APPs ( GAMMA). MWB APPs can be downloaded by following a simple step-by-step guideline as provided below:

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MITI has published a booklet on Trans-Pacific Partnership Agreement (TPPA). The PDF version can be read here:

[http://fta.miti.gov.my/miti-fta/resources/Text%20Of%20TPPA/1\\_Introduction.pdf](http://fta.miti.gov.my/miti-fta/resources/Text%20Of%20TPPA/1_Introduction.pdf):



Buletin RINGGIT (Keluaran Disember 2015) kini boleh dimuat turun dari <http://www.bnm.gov.my/index.php?ch=109&pg=824&ac=88&bb=file>







## @ YOUR SERVICE

**Name** : Nashratul Nur Muhammad Musaddin  
**Designation** : Assistant Administrative Officer  
**Job Description** : Assist in the planning and matters relating to policy for Vendor Development Programme (VDP)  
**Division** : Bumiputera Entrepreneurship and SME  
**Contact No** : 603-6208 4793



**Name** : Nadia Abdullah  
**Designation** : Assistant Administrative Officer  
**Job Description** : Supervise the application process and data collection of Bumiputera participation in the equity / companies  
**Division** : Bumiputera Entrepreneurship and SME  
**Contact No** : 603-6208 4831



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